



We had a busy beginning to our Fiscal Year which included a visit from our former SBA Administrator Jovita Carranza, co-hosting our 2020 Small Business Awards Ceremony and Lender Recognition with the NH Banker's Association, and welcoming our new district director, Amy Bassett, back to the NH District Office. Our staff actively assisted our participating lenders with PPP Forgiveness guidance and supported access to new credit where needed. We partnered with our resource partners and other economic development officials across the state to help small businesses navigate the agency's programs and resources aiding recovery and pivoting during these challenging times. As we move into the next quarter, we look forward to continuing our collaboration with our lending and resource partners to deliver new or amended programs to NH small businesses and non-profits.

Lending Activity Included:

63- 7(a) loans totaling \$26,970,100 with an average loan size of \$428,100.

25 -504 loans totaling \$11,590,000 with an average loan size of \$463,600. Projects included an additional \$15.6MM in 3rd party lending.

4- microloans totaling \$155,000 with an average loan size of \$38,750.

18- Loans for over \$2.8 million were made to underserved markets.

37 lenders participated in our 7(a), 504 and microloan programs.

Government Contract Awards to NH Small Businesses FY 2021—Q1 Data (Oct.-Dec.)

- Small Business: \$19.6 million
- Women: \$3.4 million
- Veterans: \$2.9million
- Service Disabled Vet: \$2.8 million
- 8(a): \$2.5 million
- Hub Zone: \$1.2 million

2020 Small Business Week Awards Ceremony and Lender Recognition held 10/20

Recognized Small Business Week Winners:

A.J. Letizio Sales and Marketing— Small Business Person of the Year and Jeffrey Butland Family Owned

Hammar's Art & Cultural Studio—Micro-Enterprise

National Flight Simulator—Veteran-Owned

Granite Commercial Real Estate ~ Minority-Owned

Comptus—Exporter

Port City Pretzels ~ Woman-Owned

SCORE ~Merrimack Valley ~ District Office Champion

Primary Bank ~ Financial Champion

Recognized Participating Lenders:

TD Bank— Leading Lender in PPP and 7 (a) Loans

Granite State Development Corp—Top Certified Development Company

Primary Bank— Top Third Party Lender

Regional Economic Development Center—Leading Microlender

Savings Bank of Walpole—Emerging Lender

Service Credit Union— Emerging Credit Union

St. Mary's Bank— Credit Union of the Year



Administrator Jovita Carranza visits A.J. Letizio Sales and Marketing, Inc. on Oct. 2

7(a) Loans Approved

Primary Bank	11	\$ 6,640,200
Meredith Village Savings Bank	4	\$ 971,200
TD Bank, National Association	4	\$ 794,000
Northway	3	\$ 372,800
Merrimack County Savings Bank	3	\$ 381,500
Citizens Bank	3	\$ 3,667,800
Eastern Bank	3	\$ 100,000
All Others	31	\$ 14,042,600
Totals	63	\$ 26,970,100

504 Loans Approved

Granite State Economic Development Corp.	18	\$ 5,935,000
New England Certified Development Corp.	3	\$ 4,756,000
Capital Regional Development Council	3	\$ 675,000
Bay Colony Development Corp.	1	\$ 224,000
Totals	25	\$ 11,590,000

SBA Microloans Approved

Regional Economic Development Center	4	\$ 155,000
Totals	4	\$ 155,000